

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EURE-00 TRSE-00 EB-07 XMB-02 OPIC-03

L-02 SP-02 SSO-00 NSCE-00 SS-15 NSC-05 INRE-00

CIAE-00 INR-07 NSAE-00 PRS-01 PA-01 CIEP-01 H-02 /061 W

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FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC IMMEDIATE 2251

INFO USDOC WASHDC IMMEDIATE

USIA WASHDC

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USIA FOR IEE

DEPT PASS EXIM AND OPIC

E.O. 11652: N/A

TAGS: EEW, EMAE, OVIP (AVARM, IOAN), RO

SUBJ: AVRAM VISIT ATMOSPHERICS

REF: BUCH 1227

1. SUMMARY. BROAD OBJECTIVE OF AVRAM MISSION APPEARS TO TEST CLIMATE FOR EXPANDED U.S.-ROMANIAN COOPERATION IN ERA OF BILATERAL COMMERCIAL AGREEMENT AND ONE EVE OF NEW ROMANIAN FIVE YEAR PLAN. SHORTER-TERM GOAL IS CONCLUSION OF AGREEMENTS WITH AT LEAST SEVERAL OF FIRMS TO BE VISITED. DISCUSSIONS WITH USG OFFICIALS ON TRADE AND INVESTMENT FINANCING WILL LIKELY PLAY CENTRAL ROLE IN GOR'S ASSESSMENT OF PROSPECTS FOR INCREASED BILATERAL ECONOMIC COOPERATION. END SUMMARY.

2. AT APRIL 1 DINNER GIVEN BY AMBASSADOR IN MINISTER'S HONOR, AVRAM CONVEYED IMPRESSION THAT HE PERSONALLY AND GOR AS WHOLE ATTACHED CONSIDERABLE IMPORTANCE TO HIS VISIT. FROM HIS COMMENTS WE INFER THAT CEAUȘESCU PERSONALLY INTERESTED

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AND THAT U.S. RESPONSE TO VISIT WILL BE VIEWED AS INDICATIVE

OF BASIC INTEREST ON PART U.S. BUSINESS AND U.S.G. IN DEVELOPMENT OF ROMANIA'S CRITICAL HEAVY INDUSTRY SECTOR UNDER FORTHCOMING FIVE YEAR PLAN. FOLLOWING SIGNING OF BILATERAL COMMERCIAL AGREEMENT, WE ANTICIPATE AVRAM WILL BE ESPECIALLY LOOKING FOR SIGNS OF POSITIVE SHIFTS OF ATTITUDE TOWARD ROMANIA.

3. AVRAM HELD OUT DISTINCT POSSIBILITY THAT NEGOTIATIONS WITH SEVERAL FIRMS DURING COURSE OF HIS TOUR WILL YIELD IMMEDIATE, CONCRETE RESULTS. MENTIONED SPECIFICALLY AS AREAS WHERE THERE ARE GOOD PROSPECTS OF AGREEMENTS WERE PETROLEUM EQUIPMENT, BEARINGS, NAVAL CONSTRUCTION EQUIPMENT, AND TRANSMISSIONS. HIGH LEVEL ADVANCE TEAMS LED BY MINISTRY OFFICIALS WITH PREVIOUS EXPERIENCE IN U.S. HAVE BEEN DESPATCHED TO RESOLVE FINAL DETAILS. WHILE PAST EXPERIENCE DICTATES CAUTION CONCERNING PROBABILITY OF IMMEDIATE RESULTS, WE ARE NONETHELESS IMPRESSED BY THE UNUSUAL AMOUNT OF GROUND-WORK MINISTRY HAS LAID.

4. IN VIEW OF PARTICULARLY FORTUITOUS TIMING OF AVRAM'S VISIT AND OF THE IMPORTANCE GOR PLACES UPON IT WE URGE THAT AVRAM BE AFFORDED ACCESS TO HIGHEST LEVELS IN CALLS AT COMMERCE, EXIM, OPIC, AND STATE (REQUESTED REFTEL). FOCAL POINT FOR THESE DISCUSSIONS CAN BE EXPECTED TO BE ROMANIAN NEEDS FOR EXIM CREDITS. AVRAM REITERATED TO AMBASSADOR FAMILAR ROMANIAN THEME THAT WITHOUT CREDITS BILATERAL TRADE POSSIBILITIES WERE LIMITED.

5. IN ADDITION TO EXEC. BRANCH CALLS, EMBASSY ASKS DEPT. TO CONSIDER ADVISABILITY OF ARRANGING FOR AVRAM TO MEET WITH CONGRESSIONAL LEADER, SUCH AS SEN. PERCY, WHO FAVORABLY DISPOSED TOWARD COMMERCIAL AGREEMENT, BUT EQUALY IMPORTANTLY REPRESENTS ONE OF THE STATES TO BE VISITED BY AVRAM.

6. ACTION REQUESTED: REQUEST DEPARTMENT ADVISE US BY IMMEDIATE CABLE STATUS OF EXEC. BRANCH APPOINTMENTS REQUESTED FOR AVRAM SO THAT WE MAY INFORM MINISTER PRIOR TO HIS FRIDAY DEPARTURE. WE WILL SEND SEPARATE MESSAGES CONCERNING AVRAM'S SPECIAL INTERESTS AND CONCERNS.
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Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ECONOMIC COOPERATION, MINISTERIAL VISITS, TRADE AGREEMENTS
Control Number: n/a
Copy: SINGLE
Draft Date: 02 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BUCHAR01425
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750114-0133
From: BUCHAREST
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750491/aaaadeow.tel
Line Count: 107
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 BUCH 1227
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 10 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 JUN 2003 by BoyleJA>; APPROVED <11 JUN 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: AVRAM VISIT ATMOSPHERICS
TAGS: EEWAT, EMAE, OVIP, RO, US, (AVARM, IOAN)
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006